

Message Text

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ACTION EA-09

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R 160011Z AUG 76
FM AMCONSUL HONG KONG
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AMEMBASSY SEOUL
RUEHTP
/AMEMBASSY TAIPEI 9608

UNCLAS HONG KONG 9614

E.O. 11652: N/A

TAGS: BEXP, HK

SUBJECT: METALWORKING SPECIALIZED TRADE MISSION

REF.: (A) USDOC 13670

(B) A-26, 3/8/76

SUMMARY PORT CONCURS WITH USDOC DECISION ELIMINATE HONG KONG AS REGULAR STOP AS PER REF. A. HOWEVER, DESPITE LACK OF HEAVY MATALWORKING INDUSTRY LOCALLY, SUBSTANTIAL AND GROWING DEMAND EXISTS FOR METALFINISHING EQUOPMENT. IDENTIFICATION OF SPECIFIC MISSION MEMBERS IN THIS FIELD COULD PERMIT 2-3 DAY ADD-ON IN HONG KONG FOLLOWING MANILA STOP. END SUMMARY

1. OUR DISCUSSIONS WITH HONG KONG PRODUCTIVITY CENTRE (HKPX) AND THE FEDERATION OF HONG KONG INDUSTRIES (FHKI), BOTH QUASI-GOVERNMENT INSTITUTIONS SUPPORT YOUR CONCLUSION THAT LOCAL MARKET FOR HEAVY METALWORKING EQUIPMENT DOES NOT JUSTIFY FULL MISSION EFFORT.
2. NEVERTHELESS, BOTH HKPC AND FHKI AGREE THAT REPRESENTATIVES OF METAL FINISHING EQUIPMENT MANUFACTURERS WOULD FIND SUBSTANTIAL SALES POTENTIAL.
3. THE FHKI'S 1975 ANNUAL REPORT STATES THAT THE WATCH AND CLOSK INDUSTRY INCREASED BY 16.7 PERCENT WITH A TOTAL EXPORT VALUE OF HK\$811.7 MILLION (CURRENT EXCHANGE UNCLASSIFIED

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RATE HK\$4.91 EQUV US\$1.00); JEWELLRY INDUSTRY INCREASED 9.8 PCT

AMOUNTING TO HK\$290.2 MILLION. THE SECTOR OF INDUSTRY MANUFACTURING METALWARE REACHED A TOTAL OF HK\$774.6 MILLION, ELECTRICAL PRODUCTS TOTALLED HK\$655.3 MILLION; THE CAMERA AND OPTICAL GOODS SECTOR WHICH PRODUCED CAMERAS, PROJECTORS, CINE CAMERAS, LENSES, BINOCULARS, TELESCOPES, SPECTACLES AND SPECTACLE FRAMES AND RELEVANT PARTS AND ACCESSORIES RECORDED A TOTAL OF HK\$189.9 MILLION.

4. HKPC IS SENDING A ELECTROPLATING STUDY MISSION TO THE UNITED STATES THIS MONTH. THIS SHOULD FURTHER STRENGTHEN THE DEMAND AND SALES POTENTIAL OF METAL FINISHING EQUIPMENT HERE.

5. OTHER MAJOR MANUFACTURING INDUSTRIES IN HONG KONG WHICH REQUIRE METAL FINISHING EQUIPMENT ARE: AIRCONDITIONING AND REFRIGERATION; AIRCRAFT AND SHIP ENGINEERING AND MAINTAINANCE; BUILDING HARDWARE WICH AS METAL DOORS AND WINDOWS, LOCKS, NAILS, SCREWS, BOLTS, ETC; CUTLERY AND HOLLOWARES, STEEL FURNITURE, HOUSEWARES SUCH AS COOKING UTENSILS, ETC; HAND TOOLS, ELECTRIC FANS.

6. FOR MEMBERS OF THE SUBJECT TM WHOSE PRODUCTS OR EQUIPMENT ARE APPROPRIATE TO THE HONG KONG INDUSTRIES, WE WOULD AUGGEST 2 - 3 WORKING DAYS IN HONG KONG AS A LUCRATIVE ADD-ON AFTER THEIR VISIT TO MANILA. IT SHOULD ALSO BE NOTED THAT THE ADDITIONAL TRAVEL TIMES AND COST ARE MINIMAL.

7. SUGGESTED ITINERARY IS ETA HK DECEMBER 12, ETD MORNING OF DECEMBER 15TH OR 16TH. POST IS READY TO ASSIST IN MAKING APPROPRIATE APPOINTMENTS.

8. USDOC'S EARLY COMMENT WOULD BE APPRECIATED.
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